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Message Text

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PAGE 01 KUWAIT 00986 031319Z

43
ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 PA-02 PRS-01 USIA-15 INR-07 /042 W
---------- 124392
R 031231Z MAR 75
FM MEMBASSY KUWAIT
TO /USDOC WASHDC
INFO SECSTATE WASHDC 2384

UNCLAS KUWAIT 0986

E.O. 11652: N/A
TAGS: BEXP, BTRA: KU
SUBJ: VISIT OF LOCAL BUSINESSMEN TO US

1. TWO REPRESENTATIVES OF THE W.J. TOWELL CO. (WTD 3/73) PLAN TO VISIT NEW YORK CITY, WASHINGTON, D.C. AND COLUMBUS, OHIO IN APRIL. MICHAEL DENNISON, OF W.J. TOWELL, AND AN ASSOCIATE HOPE TO CONTACT US FIRMS SEEKING AGENCIES OR REPRESENTATION FOR US GOODS IN KUWAIT. NEW YORK DATES ARE APRIL 14 AND 15. DATES FOR WASHINGTON AND COLUMBUS NOT FIRM AND SCHEDULE IS FLEXIBLE TO PERMIT GOOD CONTACT WITH INTERESTED FIRMS AFTER NEW YORK STOP.

2. W.J. TOWELL IS ONE OF THE OLDEST TRADING FIRMS IN THE GULF AREA. OFFICES IN MUSCAT, KUWAIT, BAGHDAD AND DUBAI GIVE IT WIDE CONTACTS IN GULF. FIRM RANKS AS LARGEST DEALER OF RICE IN THE REGION AND HAS GOOD REPUTATION. PURPOSE OF THIS TRIP IS TO CONTINUE EXPANSION INTO NEW LINES OF CONSUMER GOODS, E.G. TOILETRIES, PERFUMES, HOUSEWARES, ETC. TOWELL CURRENTLY REPRESENTS R.J. REYNOLDS TOBACCO, HAINES CORP., WILKINSON SWORD LTD.

3. EMBASSY WOULD APPRECIATE COMMERCE CONTACTING FIELD OFFICES FOR OHIO, NEW YORK AND WASHINGTON AND NOTIFY THEM OF VISIT. IN NEW YORK, TOWELL PARTICULARLY INTERESTED IN CONTACTING REPRESENTATIVES OF PFIZER, INC., FABERGE INC., ESTEE LAUDER INC. AND MANUFACTURER OF ARAMIS COLGNE. WOULD ALSO APPRECIATE COMMERCE NEW YORK OFFICE NOTIFYING THESE FIRMS.

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4. EMBASSY WOULD ALSO LIKE TO HEAR REACTION FROM COLUMBUS

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AND WASHINGTON AREA FIRMS INTERESTED IN MEETING WITH TOWELL.
STOLTZFUS

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